



The U.S. Department Of Commerce's Bureau of Industry and Security

*Together With*

**The Houston District Export Council**

Are Pleased To Present A Two-Day Seminar on

# **Essentials of Export Controls & Technology Controls**

<b>Date:</b>	<b>February 10-11, 2004</b>		
<b>Location:</b>	<b>The Warwick Hotel, 5701 Main Street, Houston, Texas 77005</b>		
<b>Time:</b>	<b>7:30 a.m.</b>	<b>Registration and Continental Breakfast</b>	
	<b>8:30 a.m. to 4:30 p.m.</b>	<b>Seminar</b>	
<b>Fee:</b>	<b>\$325. Fee includes breakfast and lunch each day as well as handouts.</b>		

## **Program Description:**

This is a program that serious exporters cannot afford to miss! In today's fast-paced and increasingly global business environment, staying on top of U.S. export laws and regulations and simply knowing the rules of the game have become essential for survival. It is also important to understand what can happen to an exporter who commits an export violation and finds himself or herself on the wrong side of the law. This seminar will equip attendees with the information they need to make accurate decisions and respond to foreign sales inquiries with certainty.

**Essentials of Export Controls:** This is an intensive, one-day program that covers the key information you need to know to comply with the Export Administration Regulations (EAR). Counselors and other professionals from the Bureau of Industry and Security will cover the major elements of the U.S. export control system for commercial exports. This fast-paced program is ideal for those with busy schedules.

**Technology Controls:** This BIS seminar provides guidance on the export of technology, the deemed export rule, and many other timely export compliance issues relating to exports of technology. This full-day program will offer a comprehensive look at how to comply

with the U.S. exports and re-export controls relating to technology, software and encryption. The morning portion will focus on the regulatory requirements relating to technology and software, including what is considered an export or re-export of technology or software; what technology and software is subject to the Export Administration Regulations; how to determine the Export Control Classification Number; what license exceptions are available; and the unique application requirements of technology and software. BIS technical and policy specialists will also discuss important export control issues that may arise in the employment of foreign nationals and for foreign items incorporating, or produced from, controlled U.S.-origin software and technology.

The afternoon will focus on the latest developments in encryption controls and the unique provisions related to encryption under the EAR for both software and hardware. BIS Encryption specialists will cover a variety of topics, including how the new provision for >64-bit "mass market" encryption may apply to products that you use, sell or buy; license exception provisions for encryption source code (open source and proprietary); short-range wireless products and technologies; provisions for U.S. subsidiaries and for U.S.-origin encryption parts and components incorporated into foreign products; revisions to encryption notification and reporting requirements; and other encryption technology issues.

**About the BIS Instructors:** BIS' instructors are experienced export policy specialists, licensing officers, engineers and enforcement personnel from BIS' Washington, DC headquarters and field offices, as well as representatives from other U.S. government agencies, as appropriate. The instructors will be available throughout the seminar to answer questions.

**Accommodations:** A block of rooms has been reserved for seminar attendees at The Warwick Hotel with a special conference rate of \$119.00 (plus tax) for a single/double room. Please make your reservations directly (and ASAP) with the hotel by calling (713) 526-1991. Mention "Department of Commerce" to receive the special conference rate.

**Registration:** The registration fee for the two-day seminar program is \$325.00 per person. The fee includes for each day: continental breakfast, morning coffee break, sit-down luncheon and afternoon snack. Additionally, the fee covers handout conference materials. Fees paid are refundable only until January 9, 2004. Substitutions may be made at any time. To guarantee placement for the BIS seminar, complete the attached Registration Form. Make your check payable to *Houston District Export Council* and mail to Betty Frazier, c/o Baker & Hostetler LLP, 1000 Louisiana, Suite 2000, Houston, Texas 77002.

**For information:** For course information call BIS' Outreach/Educational Services Division at (202) 482-6031.